

## **Eltel's fixed communication business signs a new EUR 15 million three-year frame agreement with DNA in Finland**

**Eltel has signed a new three year frame agreement with DNA, a Finnish telecommunications operator. The new agreement will increase Eltel's market share in the fixed communication business in Finland. The value of the agreement is estimated to be approximately EUR 15 million over the three-year period.**

With this new agreement Eltel becomes a major supplier for DNA of services in fixed networks. The agreement comprises building, installation and maintenance of DNA's fibre and copper networks in Finland. In addition corporate and consumer customers' network service deliveries are included in Eltel's scope in Southern Finland. The agreement is valid starting from February 2016 until the end of January 2019.

### **Jan Tamlander, Director of Transmission Networks, DNA Ltd comments:**

"Our experiences with Eltel in previous projects have been very positive and they have always delivered on time and with attention on quality. We believe Eltel's diverse know-how will be valuable in our critical development projects in fixed networks".

### **Peter Uddfors, President - Fixed Communication, Eltel AB comments:**

"After a few years, we are very pleased to again have been selected a long-term leading partner for DNA in Finland. We believe that Eltel's processes supported by our modern IT solutions will add value both for DNA and Eltel to further improve the quality, efficiency of operations and customer satisfaction".

### **Further information:**

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### **About DNA**

**DNA Ltd** is a Finnish telecommunications group that provides high-quality voice, data and TV services for communication, entertainment and working. DNA is Finland's largest cable operator and the leading pay TV provider in both cable and terrestrial networks. For DNA, the key area for growth in corporate business is the new way of working, independent of time and place, facilitated by smart terminal devices, diverse communication services and rapid connections. In 2014, DNA's net sales were EUR 833.5 million and the operating profit was EUR 27.6 million. DNA has more than 3.5 million subscriptions in its fixed and mobile communications networks. The Group also includes DNA Store, Finland's largest retail chain selling mobile phones. For more information, visit [www.dna.fi](http://www.dna.fi) and follow us on Twitter @DNA\_fi and Facebook.

### **About Eltel**

Eltel is a leading European provider of technical services for critical infrastructure networks – Infranets – in the segments of Power, Communication and Transport & Security, with operations throughout the Nordic and Baltic regions, Poland, Germany, the United Kingdom and Africa. Eltel provides a broad and integrated range of services, spanning from maintenance and upgrade services to project deliveries. Eltel has a diverse contract portfolio and a loyal and growing customer base of large network owners. The current number of employees is approximately 9 300. In 2014 Eltel's net sales amounted to EUR 1 242 million. Since February 2015, Eltel AB is listed on Nasdaq Stockholm.